# RJ REYNOLDS

TOBACCO COMPANY

COPY

J. CAMPBELL / ROU 1610
PROMOTIONAL COORDINATOR

8899 MAIN STREET
WILLIAMSVILLE, NY 14221
(716) 634-4179
FAX (716) 634-3145

May 6, 1998

**RJR Account #317880**
Ms. E. Jones
R. L. JONES & SONS

**JUNE CTS: DORAL BUY 8 PACKS GET 2 PACKS FREE / PROMOTION #800541**

Dear Ellie:

*DORAL B8G2F 'PRE-SLEEVED'* product (6M) has been ordered to ship this promotion to participating retail accounts on the attached Customer List. Refer to the Customer List for specific distribution of product.

| DORAL B4G1F BRAND STYLEs | UPC Code | #/ (6M) Cases |
|---|---|---|
| *Light King* | 12300-25291 | 2 |
| *Light 100* | 12300-25292 | 2 |
| *FF 100* | 12300-25293 | 2 |
| *Lt Men 100* | 12300-25294 | 2 |
| *Ult Lt 100* | 12300-25295 | 2 |
| *Box 100* | 12300-25296 | 2 |
| *Lt Box 100* | 12300-25297 | 2 |

Billing per 6M Case: **24 Savings Cartons**

Product Arrival: **May 19, 1998**

Ship Date to Retail: **Week of: June 8, 1998**

EFT $ Amount: **$3,070.34**

PARTNERS 'BONUS' REPORTING DESCRIPTION **'DOR JUN B8G2F'**

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**PROMOTION DESCRIPTION:**

******* NO PACKING IS REQUIRED *******

***SHIP NUMBER OF CARTONS PER BRAND STYLE TO EACH RETAIL ACCOUNT AS INDICATED ON THE ATTACHED CUSTOMER LIST.***

A list of accounts authorized to receive product distribution is attached. RJR will reimburse you $3.60 per each **promoted 6M** case for all product packed and shipped to retail on a timely basis. This equates to **$50.40 (14 (6M) case(s) @ $3.60)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

*Judy*

J. Campbell
Promotional Coordinator / 1610
/jc
cc: A. Zecca
L. E. MacWilliams

Enclosure: Customer List

**Note to RJR Manager:**
**Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.**

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## DIRECT ACCOUNT RETAIL CUSTOMER LIST

## PROMOTION #800541: DORAL BUY 8 PACKS GET 2 PACKS FREE

## RETAIL DISTRIBUTION DATE: 6/8/98

****NO PACKING REQUIRED ** POS Kits / Floor Base Displays will be shipped directly to Retail Accounts.**

**7 BRAND STYLES: DORAL LT/ LT 100/ FF 100/ LT MEN 100/ ULT LT 100/ BOX 100/ LT BOX 100**

7 STYLES

| [illegible] | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 162605 | 162225 | 763671 | J'S TOBACCO ROAD | 17 MAIN ST | PENN YAN | NY | CS | 317880 | R L JONES & SONS | | 30 | |
| 162606 | 162225 | 269621 | JONES SMOKE SHOP | 16 W STEUBEN ST | BATH | NY | CS | 317880 | R L JONES & SONS | | 30 | |
| | | | | | | | 317880 Total | | | | 2 | CASE(S) PER STYLE |



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# PACKING PAYMENT VOUCHER REQUEST FORM

## JUNE CTS: DORAL B8G2F / PROMOTION #800541

*PRE-SLEEVED' PROMOTION*

BRAND STYLES (6M): DORAL LIGHT / LT 100 / FF 100 / LT MEN 100 / ULT LT 100 / BOX 100 / LT BOX 100

*VOUCHERS FOR PACKING PAYMENTS WILL BE MAILED TO EITHER RJR MANAGER OR DIRECT ACCOUNT (AS INDICATED) 2 WEEKS AFTER PROMOTION RETAIL DISTRIBUTION DATE. ADVISE JUDY IF PAYMENT DISTRIBUTION SHOULD BE CHANGED OR IF RETAIL DISTRIBUTION WAS NOT COMPLETED BY DIRECT ACCOUNT.*

| DIV | SIS# | ACCOUNT NAME | TOTAL #/ 6M CASES SHIPPED TO DIRECT ACCOUNT | PACKING PAYMENT ($3.60 Per 6M Case) | (X) INDICATES PAYMENT DISTRIBUTION | SHIP DATE TO VAP RETAIL ACCTS: 6/8/98 | VOUCHER # (For ROU Use Only) |
|---|---|---|---|---|---|---|---|
| **R. SMITH** | | | | | | | |
| 1622 | 468800 | NORTH COUNTRY (Handled by S/Rep 162201) | 14 | $50.40 | ____MGR/ _X_ACCT | SHIPPED: (Y / N) | Voucher # |
| 1622 | 236370 | GRAYS WHSL (Handled by S/Rep 162201) | 0 | $0.00 | *NOT INLCUDED THIS PROMOTION* | N/A | Voucher # |
| 1622 | 332880 | KEY STORES (Handled by S/Rep 162208) | 14 | $50.40 | _X___MGR/ ____ACCT | SHIPPED: (Y / N) | Voucher # |
| 1622 | 332400 | KEYCO (Handled by S/Rep 162208) | 35 | $126.00 | _X___MGR/ ____ACCT | SHIPPED: (Y / N) | Voucher # |
| 1622 | 177968 | P DAY WHLS (Handled by S/Rep 162201) | 210 | $756.00 | _X___MGR/ ____ACCT | SHIPPED: (Y / N) | Voucher # |
| 1622 | 570300 | SCHEIDELMAN, INC (Handled by S/Rep 162206) | 7 | $25.20 | _X___MGR/ ____ACCT | SHIPPED: (Y / N) | Voucher # |

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